


To order by phone, call 1-800-COMCAST

- Comcast Bundles
- Cable
- High-speed Internet
- Comcast Digital Voice®

With just one bill and one relationship to manage, Comcast Bundles deliver the kind of simplicity your busy life demands. Best of all, there's no more cost-effective way to tap into Comcast's full range of services.

Offers & Plans	Features Summary	Monthly Price
 <b>Triple Play</b>	<p>Comcast is now offering internet, phone and cable together in one package for just \$33 each per month for one year when you sign up for all three. It's a great value.</p> <p>This package is del for new custom<sup>ers</sup> and includes:</p> <p><b>Comcast Digital Cable with ON DEMAND</b></p> <p>Get the best in entertainment with ON DEMAND- a library of tons of free movies and programs that are ready to watch when you are. You'll also get 100% Digital quality picture and sound. Over 100 channels including music, sports and family entertainment. Plus, an interactive on-screen guide, and commercial-free digital music. Dish doesn't offer all this!</p>	<p><b>\$99.00</b></p> <p><a href="#">Add to Cart</a></p>

Offers & Plans	Features Summary	Monthly Price
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- \$33 per month for 1 year when you subscribe to all three services.\*

**Comcast High-Speed Internet**

Download music, photos and videos way faster than DSL and Dial up. Plus, get McAfee virus protection, firewall and parental controls.

- \$33 per month for 1 year when you subscribe to all three services.\*

**Comcast Digital Voice®**

Enjoy unlimited local and nationwide long distance calls so you can talk as much as you want. Plus, Voice Mail with web access, 12 popular calling features like Caller ID, 3-Way Calling and Anonymous Call Blocking. Online account summary and call detail. Keep your number or change it - you decide.

- \$33 per month for 1 year when you subscribe to all three services.\*  
 EMTA required for an additional monthly fee.

Promotional Rate is \$99.00/month for 12 month(s), ongoing price is \$135.38/month

[See All Features](#)   [See Terms and Conditions](#)

**Comcast is now offering internet, phone and cable together in one package for just \$129.99 per month for one year when you sign up for all three. It's a great value.**

This package is designed for new customers and includes:

**Comcast Digital Plus with ON DEMAND**

Get the best in entertainment with ON DEMAND- a library of tons of free movies and programs that are ready to watch when you are. You'll also get 100% Digital quality picture and sound. Over 100 channels including music, sports and family entertainment. Plus, **HBO and Starz!**, an interactive on-screen guide, and commercial-free digital music. Dish doesn't offer all this!

●●● ●●●●  
**Triple  
 Play Plus**

**\$129.99**

[Add to Cart](#)

- \$63.99 per month for 1 year when you subscribe to all three services.\*

**Comcast High-Speed Internet**

Download music, photos and videos way faster than DSL and Dial up. Plus, get McAfee virus protection, firewall and parental controls.

- \$33 per month for 1 year when you subscribe to all three services.\*

**Comcast Digital Voice®**

## Offers & Plans Features Summary

## Monthly Price

Enjoy unlimited local and nationwide long distance calls so you can talk as much as you want. Plus, Voice Mail with web access, 12 popular calling features like Caller ID, 3-Way Calling and Anonymous Call Blocking. Online account summary and call detail. Keep your number or change it - you decide.

- \$33 per month for 1 year when you subscribe to all three services.\*  
EMTA required for an additional monthly fee.

Starting as low as \$129.99/month for 12 month(s), ongoing price is \$173.89/month

[See All Features](#)   [See Terms and Conditions](#)

**Comcast is now offering internet, phone and cable together in one package for just \$159.95 per month for one year when you sign up for all three. It's a great value.**

This package is designed for new customers and includes:

### Comcast Digital Premier Cable with ON DEMAND

Get the best in entertainment with ON DEMAND- a library of tons of free movies and programs that are ready to watch when you are. You'll also get 100% Digital quality picture and sound. Over 100 channels including music, sports and family entertainment. Plus, an interactive on-screen guide, and commercial-free digital music. Dish doesn't offer all this!



## Triple Play Premier

### Comcast High-Speed Internet

Download music, photos and videos way faster than DSL and Dial up. Plus, get McAfee virus protection, firewall and parental controls.

**\$159.99**

[Add to Cart](#)

### Comcast Digital Voice®

Enjoy unlimited local and nationwide long distance calls so you can talk as much as you want. Plus, Voice Mail with web access, 12 popular calling features like Caller ID, 3-Way Calling and Anonymous Call Blocking. Online account summary and call detail. Keep your number or change it - you decide.

Promotional Rate is \$159.99/month for 12 month(s), ongoing price is \$192.88/month

[All Features](#)   [See Terms and Conditions](#)

Never watch TV the same way again. With Comcast Digital Cable with ON DEMAND you'll enjoy the best programming from networks like Versus, Nickelodeon, TMC, and many more - plus thousands of shows and movies ON DEMAND - all ready when you want. Plus, you can supercharge your viewing experience with additional sports, movie, and international packages too. Looking for something more basic? Check out our [basic](#) cable packages. Get on

your way to better entertainment – select a plan or cable service enhancement, like [HDTV](#), [DVR](#) or [ON DEMAND](#) enhancements, and add it to your cart. Happy shopping!

Offers & Plans	Features Summary	Monthly Price
<b>Digital Preferred</b> <a href="#">See Channel Lineup</a>	<p><b>Requires subscription to Standard Cable or Digital Starter Package. Includes one receiver and remote.</b></p> <p>Looking to experience a wide world of great movies, sports, kids' programs and music hit not into the premium channels? Think Digital Preferred. You'll enjoy more than 100 digital cable channels, and over 45 music channels. You'll get access to our ON DEMAND library of thousands of shows and movies (most of them free) ready to watch when you are. Plus, you'll get great features like our interactive program guide and easy-to-use Parental Controls.</p>	<p><b>\$14.99</b>  <a href="#">Add to Cart</a></p>
<b>Digital Starter</b> <a href="#">See Channel Lineup</a>	<p><a href="#">See All Features – See Terms and Conditions</a></p> <p>With Digital Starter you get the popular channels you expect like MTV, Discovery Channel, Nickelodeon, ESPN, and CNN. You can even get a taste of ON DEMAND programming with your digital set-top box. And you'll get all your local programming so you can stay in touch with the news, sports and weather that matters most to you.</p> <p><a href="#">See All Features – See Terms and Conditions</a></p>	<p><b>\$52.48</b>  <a href="#">Add to Cart</a></p>
<b>Digital Preferred Plus with HBO and Starz</b> <a href="#">See Channel Lineup</a>	<p>Do you really love TV? (It's OK to say yes.) With Digital Preferred Plus you'll get HBO, Starz and their multiplexes, more than 100 digital cable channels, and over 45 digital music channels. Perhaps best of all, you'll get access to our amazing ON DEMAND library of movies, sports, and kids' programs. Most of them are free and all are ready to watch when you are. You'll get our interactive program guide and Parental Controls, too.</p> <p><a href="#">See All Features – See Terms and Conditions</a></p>	<p><b>\$90.99</b>  <a href="#">Add to Cart</a></p>
<b>Digital Premier</b> <a href="#">See Channel Lineup</a>	<p>Our ultimate package loaded with all the movies, sports, kids and entertainment programming you love – much of it available ON DEMAND for free, ready to watch whenever you want. You'll get all five premium channels and their multiplexes, more than 100 digital cable channels, over 45 digital music channels, an interactive program guide, Parental Controls, and much more. An incredible TV experience awaits.</p> <p><a href="#">See All Features – See Terms and Conditions</a></p>	<p><b>\$103.99</b>  <a href="#">Add to Cart</a></p>

Offers & Plans	Features Summary	Monthly Price
<b>Basic Cable</b> 12 Channel Unsub	For local news, area sports coverage, kids' programs, and weather forecasts for your neighborhood, Comcast's Basic Cable delivers. You'll get to enjoy your favorite local broadcast networks without the need for an antenna. And you'll have a selection of other cable channels at an affordable price. <a href="#">See All Features - See Terms and Conditions</a>	\$12.95 <a href="#">Add to Cart</a>

## HDTV High Definition Television

Want to feel like you're really THERE? HDTV is for you. Enjoy crystal-clear primetime shows, sports programs, and local broadcast channels — without an antenna, or any other clunky gear. Just install the HD box, and you'll dive into the huge and expanding universe of great HD networks like Fox Sports Net and Discovery HD Theater. And of course when you subscribe to HBO® or Showtime®, they are available in HD, too. "Equipment charges are extra." **For more channels in HD select the HD Variety Pack for an additional \$4.99 more per month.**

\$7.00  
[Add to Cart](#)

If you do not already have an HD converter in your home, you must exchange your current equipment for an HD converter.

[See All Features - See Terms and Conditions](#)

## DVR Digital Video Recorder

The technology is advanced, but using it is simple. Pause any show on any channel, instantly replay live TV, watch a scene in slow motion, or rewind the show you've been watching. Easily record your favorite shows or an entire season, all with the touch of two of a button. And with the built-in dual tuner, you can even watch one channel while recording another. You'll never have to worry about the hassle of videotapes again!

\$11.95  
[Add to Cart](#)

DVR service requires a subscription to a Digital Package (Digital Classic, Digital Preferred, Digital Preferred Plus or Digital Premier).

[See All Features](#) [See Terms](#) [and Conditions](#)

## Subscriptions

### Howard Stern On Demand

Welcome to Howard Stern's outrageous world! Howard TV On Demand is the only place to see the Stern show -- the crazy cast of characters and wild antics. Howard TV offers an exclusive view of daily Sirius shows as well as original programming conceptualized by the sultan of shock himself. Get these brand new shows plus access to the very best classic shows in Howard's television library 24 hours a day, 7 days a week all on demand. Subscribe today!  
Billed at time of purchase \$119.99

\$119.99/year  
[Add to Cart](#)

[See All Features](#) [See Terms and Conditions](#)

### Howard Stern On Demand Monthly Subscription

Welcome to Howard Stern's outrageous world! Howard TV On Demand is the only place to see the Stern show -- the crazy cast of characters and wild antics. Howard TV offers an exclusive view of daily Sirius shows as well as original programming conceptualized by the sultan of shock himself. Get these brand new shows plus access to the very best classic shows in Howard's television library 24 hours a day, 7 days a week all on demand. Subscribe today!

\$10.99  
[Add to Cart](#)

[See All Features](#) [See Terms and Conditions](#)

### WWE 24-7 On Demand Monthly Subscription

### A Lifetime of Legends, Anytime You Want

ON DEMAND from Comcast with WWE 24/7 delivers all the best wrestling -- all day, every day.

\$7.99  
[Add to Cart](#)

WWE 24/7 is your non-stop connection to the best professional wrestling from yesterday and today. Tap into your favorite Superstars past and present, legendary matches, and exclusive new programming direct to you at any time, every week.

[See All Features](#) [See Terms and Conditions](#)

## Entertainment Packages

### Digital Latino

Para todos! This Spanish-language package comes with a digital set-top box and includes access to 45 digital music channels, Parental Controls, and ON DEMAND en Español, with over 100 hours of movies, kids' stuff, soccer highlights, and more! Enjoy news, sports, movies, great kids' programming, and much more. Channels include Canal 52MX, Fox Sports World Espanol, Discovery en Espanol and more...

\$6.99

[Add to Cart](#)

[See All Features](#) [See Terms and Conditions](#)

### International Language Channels

These channels are geared toward our International speaking customers. These channels offer a variety of programming in the customers native language. Per channel price is \$14.95 or order TV Asia and Zee TV together and get a reduced price of \$24.95 for both channels.

\$14.95

[Add to Cart](#)

Channels include:

- Zee TV (Hindi)
- TV Asia
- The Sagion Broadcasting Network

[See All Features](#) [See Terms and Conditions](#)

### Sports Entertainment Package

\$5.99

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Fox Movie Channel, Fox Sports Atlantic, Central and Pacific, and more...

[See All Features](#) [See Terms and Conditions](#)

### NBA League Pass

With NBA LEAGUE PASS you won't miss a minute of live NBA action this season. You can follow your favorite teams, your favorite players, and catch your favorite match-ups all season long. NBA LEAGUE PASS brings you up to 40 out-of-market games per week. When you order NBA LEAGUE PASS you will also receive two exclusive bonuses - NBA TV and NBA LEAGUE PASS Broadband. It's a slam dunk!

\$99.00/one time

or

\$59.00/one time

[Add to Cart](#)

[- See All Features - See Terms and Conditions](#)

Get on the fast track... fast. With Comcast High-Speed Internet, surf the web at lightning speed - up to 4x faster than 1.5 Mbps DSL, 7x faster than 768K DSL and 100x faster than 56K Dial-up. And now with PowerBoost™, our fast connection gets even faster, with an extra burst of speed up to 12 Mbps when you're downloading large files like videos and games. Plus, stay safe from nasty viruses and spam, and keep your kids safe online with advanced security protection from McAfee® - included free with service. Experience amazing broadband features, like free Video Mail, Rhapsody® Radio PLUS, Disney kids' activities and The Fan™ Video Player- which allows you to click-and-play video clips. You're sure to say "Whoah!" Just select the plan that suits your needs and add it to your cart. Happy shopping!

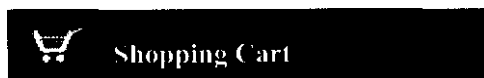
Offers & Plans	Features Summary	Monthly Price
<b>Performance (6 Mbps)</b>	Stop crawling the web and start burning rubber with our Performance (6 Mbps) service! And now with PowerBoost™, our fast connection gets even faster, with an extra burst of speed up to 12 Mbps when you're downloading large files like videos and games. You'll also get free tools like McAfee® security software to keep all your info and computer safe. And with Comcast.net, you'll get amazing free content and features like The Fan™ Video Player, your one-stop source for the best online video. <a href="#">- See All Features - See Terms and Conditions</a>	\$42.95 <a href="#">Add to Cart</a>
<b>Performance Lite (4 Mbps)</b>	Stop crawling the web and start burning rubber with our Performance Lite (4 Mbps) service! And now with PowerBoost™, our fast connection gets even faster, with an extra burst of speed up to 12 Mbps when you're downloading large files like videos and games. You'll also get free tools like McAfee® security software to keep all your info and computer safe. And with Comcast.net, you'll get amazing free content and features like The Fan™ Video Player, your one-stop source for the best online video. <a href="#">- See All Features - See Terms and Conditions</a>	\$42.95 <a href="#">Add to Cart</a>
<b>Performance Plus (8 Mbps)</b>	Stop crawling the web and start burning rubber with our Performance Plus (8 Mbps) service! And now with PowerBoost™, our fast connection gets even faster, with an extra burst of speed up to 12 Mbps when you're downloading large files like videos and games. You'll also get free tools like McAfee® security software to keep all your info and computer safe. And with Comcast.net, you'll get amazing free content and features like The Fan™ Video Player, your one-stop source for the best online video. <a href="#">- See All Features - See Terms and Conditions</a>	\$52.95 <a href="#">Add to Cart</a>



Gab all you want with family and friends with Comcast Digital Voice®. Enjoy unlimited nationwide direct-dial calling from your home, including calls to Canada, Puerto Rico, US Virgin Islands, Guam, and Saipan/N. Mariana Islands, with the brilliantly clear digital quality of our broadband network. Plus, enjoy many enhanced features, the convenience of one easy bill for all your Comcast services and keep your current phone number. So go ahead...spend the day catching up with your college roommate - getting in touch has never been so easy. The choice is yours - select your plan and add it to your cart. Happy shopping! [Click here](#) to view our Phone Terms of Service.

Offers & Plans	Features Summary	Monthly Price
<b>Comcast Unlimited™</b>	Now you can call anyone, anytime, anywhere in the country — all for one low price. But that's just the beginning. This includes calls to Canada, Puerto Rico, US Virgin islands, Guam, and Saipan/N. Mariana Islands. You'll get advanced features like online Voice Mail access and the popular features you expect, like call waiting. You can even keep your current phone number and phone. And of course you'll enjoy the simplicity of one bill for all your Comcast services. <a href="#">- See All Features + See Terms and Conditions + See International Rates</a>	\$39.95 <div>Add to Cart</div>

1. [See Prices & Choose Packages](#)



### Monthly Fees

Monthly Fees Total \$0.00

### One-time Fees

One-time Fees Total \$0.00

Indicates promotional pricing. Certain restrictions apply. After promotional period, regular monthly rate for ordered service applies. Not all offers and services are available in all areas.

\* Pricing and service offerings displayed on this site are for residential Comcast customers of participating Comcast systems only. Commercial and business pricing and service offerings differ. Prices do not include taxes and franchise fees. Services and pricing are subject to change. Services are subject to terms and conditions of Comcast's subscriber agreements and other applicable terms and conditions.

Comcast Cable: Prices do not include local tax, franchise or installation fees. Prices are subject to change. Not all products available in all areas. Certain services are available separately or as part of other levels of service. You must subscribe to Basic Service to receive other services or levels of service of video programming. Equipment required.

Comcast High-Speed Internet: Equipment fees not included in monthly service charge. Prices do not include applicable taxes, installation or franchise fees. Pricing, content, and features may change and may vary by area. Call your local Comcast office for restrictions and complete details about service, prices, and equipment in your area. Pricing and service offerings displayed on this site are for residential Comcast customers only. Commercial and business pricing and service offerings differ. Prices are subject to change. Speed comparisons are for downloads only and are compared to 768Kbps DSL and 56Kbps dial-up. Maximum download speed of 4Mbps (or 6 Mbps) and upload speeds of 384Kbps (or 768Kbps) depending on the product that is selected. Increased speeds not yet available in all areas. Actual speeds may vary and are not guaranteed. Many factors affect download speed.

Comcast Digital Voice: Offer available to new residential customers that select Comcast for all their home calling needs. Monthly pricing does not include our Regulatory Recovery fee, which is not a tax or government-required; federal, state, or local taxes and other fees; or other applicable charges (e.g., per-call charges or international calling). Equipment charges may apply. Unlimited Package pricing applies to direct-dialed domestic calls from home only. Other restrictions apply.

Call 1-800-COMCAST for details.

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**NOTE:** Comcast no longer permits the first page of its Triple Play bundled offer to be printed directly from its website: <http://www.comcast.com/shop/buyflow/default.aspx>. Therefore, the Triple Play pricing for Minneapolis **zip** code 55410, as of April 6, 2006, was copied from Comcast's website and pasted into a Word document.

# Call anyone, anytime, anywhere in the country – all for one low price.

**Comcast**  
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St. Paul, MN 55107

Presort Std  
US Postage  
PAID  
Mpls MN  
Permit No 3844

## Comcast Digital Voice™

Enjoy 12 popular calling features like Voice Mail, Call Waiting, Caller ID  
and more for no additional charge

Unlimited calling is also available in Canada, Puerto Rico, US Virgin  
Islands, Guam, Saipan/N. Mariana Islands

\* Huge savings over the competition's comparable packages

\* Voicemail with email notification for added convenience

\* Keep your current phone number or change it – it's your call

*EMTA required for an additional \$3 monthly fee*

\*\*\*\*\*AUTO\*\*5-DIGIT 55304



HAM LAKE MN 55304-5808

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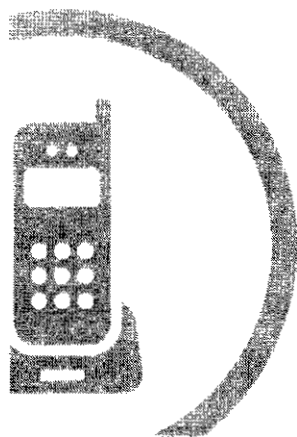
## Comcast Digital Voice™

# \$29.95

**PER MONTH for 4 months**

## 612.460.4967

\*Offer expires 3/31/07. Offer available in participating Comcast systems located in Comcast Cable wired and serviceable areas. If any service is cancelled or downgraded during the promotional period, Comcast's regular charges apply for any remaining services. AFTER THE PROMOTIONAL PERIOD, COMCAST'S REGULAR CHARGES APPLY UNLESS SERVICE IS CANCELLED. YOU MAY CANCEL SERVICE BY CALLING 1-800-COMCAST. Service is subject to Comcast standard terms and conditions of service. Equipment (for telephone service and which may also be used for High-Speed Service, current monthly fee is \$3.00). Equipment, installation and activation fees may be additional. Prices shown do not include taxes and franchise fees, the Regulatory Recovery Fee, which is not a tax or government required or other applicable charges (e.g., per-call charges). May not be combined with other offers. Please call your local Comcast office for restrictions and complete details about service, prices and equipment. Comcast ©2006. All rights reserved. Unlimited package pricing applies only to direct-dialed calls to locations in the U.S., from home. No separate long distance carrier connection available. Plan does not include international calls. Comcast Digital Voice service (including 911/emergency service) may not function after an extended power outage. Certain customer premises equipment may not be compatible with Comcast Digital Voice services. Caller ID equipment is required.





## Comcast Names William Stemper President of Comcast Business Services

Haga click aquí para la version en español

PHILADELPHIA, Aug. 7/PRNewswire/ -- Comcast Corporation (Nasdaq: CMCSA, CMCSK), the country's leading provider of cable, entertainment and communications products and services, announced today that William Stemper has been appointed President of Comcast Business Services and Senior Vice President of Comcast Cable.

In this newly created position, Mr. Stemper will oversee Comcast's business services strategy to facilitate the deployment of new and existing communications products and services for business customers. He will report to Dave Watson, Executive Vice President of Operations for Comcast.

"Bill has tremendous leadership experience and an outstanding record of successfully delivering high-value solutions for business customers," said Mr. Watson. "I'm thrilled that he will lead Comcast's continued efforts as we leverage our unparalleled network to deliver video, voice and data services for the business marketplace."

Mr. Stemper has over 25 years of industry experience, most recently serving as Vice President of Cox Business Services for Cox Communications in Atlanta, GA. Prior to that, he held key executive positions for AT&T Corporation that focused on serving the needs of business customers in the United States and Europe.

Mr. Stemper holds a master's degree in Business Administration from the University of Pennsylvania's Wharton School of Business and a bachelor's degree in Electrical Engineering from Marquette University in Milwaukee, WI. He will relocate to Philadelphia from Atlanta with his family.

### About Comcast

Comcast Corporation (Nasdaq: CMCSA, CMCSK) (<http://www.comcast.com>) is the nation's leading provider of cable, entertainment and communications products and services. With 23.3 million cable customers, 10 million high-speed Internet customers, and 1.6 million voice customers, Comcast is principally involved in the development, management and operation of broadband cable systems and in the delivery of programming content.

Comcast's content networks and investments include E! Entertainment Television, Style Network, The Golf Channel, OLN, G4, AZN Television, PBS KIDS Sprout, TV @neand four regional Comcast SportsNets. Comcast also has a majority ownership in Comcast Spectacor, whose major holdings include the Philadelphia Flyers NHL hockey team, the Philadelphia 76ers NBA basketball

Posted on Thu, Jan. 11, 2007

## Comcast CEO says next target is businesses

The **Phila.** company **wants to sell Internet, voice** and video services **to** small and medium-size firms.

By Deborah Yao  
Associated Press

The chief executive officer of Comcast Corp. said the "next great business opportunity" lies in selling its Internet, voice and video services to small and medium-size businesses - setting a target of capturing 20 percent of the market in five years.

"There's very little to no competition today," Brian L. Roberts said Tuesday night at the Citigroup Entertainment, Media & Telecommunications Conference in Las Vegas. "If you're a pizza parlor, you pretty much have one choice" in where to get telecom services, which is from the local phone company.

He said Philadelphia-based Comcast would go after businesses with fewer than 20 employees, of which three million are within or near the company's service area. These companies could yield \$12 billion to \$15 billion a year in additional business.

While Roberts expects to sell more Internet and phone service to businesses, he said he saw some taking cable **TV** as well.

He also said the company's residential bundle of video, Internet and phone service for \$99 a month for a year - its "triple-play" package - would continue to drive growth in 2007. Roberts said he saw Comcast targeting the 23 million homes nationwide that can subscribe to its services but **do** not.

Comcast sells video to half of the households within its service area, high-speed Internet to 24 percent, and phone service to 4.5 percent. He wants to increase the penetration of phone service to 20 percent by 2009.

To attract more digital customers, Comcast plans to double its high-definition-TV programming through video on demand in 2007.

"We think there is a lot of growth... for the years ahead," Roberts said.

In a decade or less, Roberts said, he foresaw half of Comcast's business as non-video.

Earlier Tuesday, Comcast said it would add 2,800 jobs this year in Pennsylvania, New Jersey, Delaware, Maryland, Virginia and Washington. Most positions will involve directly interacting with customers.

About 900 of those jobs will be in the Philadelphia area,

Comcast, the nation's largest cable operator, serves more than 24 million cable customers.

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<http://www.philly.com>

\*\*\* 11 11 2007 \*\*\*

## Rocky Mountain News

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### Comcast to target businesses

Centennial call center to aid phone service

By Joyzelle Davis, Rocky Mountain News

March 21, 2007

Comcast, which traditionally has focused on residential customers, is poised for an aggressive push into the \$15 billion small-business market.

Comcast on Tuesday announced the opening of a Centennial call center that's one of two facilities nationwide dedicated to the company's small-business clientele. The center initially will be staffed by 100 employees and has room to expand to 400.

The Centennial office will play an integral part in the nation's largest cable company's plans to offer a bundle of phone, Internet and video services to the estimated 5 million small businesses in its territory. Comcast already offers Internet and pay TV to businesses but will ramp up efforts when it launches phone service later this year, said Jim Erickson. Comcast's vice president of business services for the west division.

"The companies that serve the small-to-medium business market have taken them for granted, and these people are looking for a choice," Erickson said.

Comcast is conducting a "very small trial" of its phone service for businesses in the Denver market and hasn't set an official launch date, he said. Nationwide, the company plans to spend \$250 million this year and \$3 billion over the next five years to build out its commercial phone network.

In going after the business market, Comcast is looking to replicate the success it has had since launching Internet-based phone service for residential customers. Some two years after launching its service, Comcast has more than 2 million subscribers nationwide.

Other cable companies, including Cablevision and Cox, also are eyeing business as the next growth engine after residential voice service.

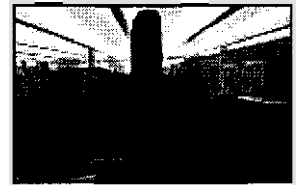
Telecom companies sell all business customers about \$115 billion in services each year, but Comcast is focusing on businesses with fewer than 75 employees with an emphasis on workplaces with fewer than 20.

Qwest Communications, which had 2.87 million business land lines last year, says it's ready for the challenge. More than a year ago, the Denver-based telco switched its customer service structure to offer businesses a dedicated person for their accounts rather than regular call center support and has a specialized call center targeting Hispanic businesses.

Qwest also emphasizes that it can offer services to businesses throughout the country, not only in its 14-state local phone territory

[davisj@RockyMountainNews.com](mailto:davisj@RockyMountainNews.com) or 303-954-2514

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Darin McGregor ©  
News

A foam hand that illustrates treating the customer as No. 1 sits on the desk of Josh Hammes as he takes calls Monday at Comcast's new business services support center in Centennial

Minneapolis / St. Paul Business Journal - March 15, 2007

<http://twincities.bizjournals.com/twincities/stories/2007/03/12/daily30.html>

# **MINNEAPOLIS ST. PAUL BUSINESS JOURNAL**

## Comcast to add 200 Twin Cities jobs

Minneapolis / St. Paul Business Journal - March 15, 2007

by **Carissa Wyant**  
Staff Writer

Comcast announced late Wednesday that it has plans to increase its Twin Cities' workforce by 11 percent.

The company said in a statement that it intends to add 200 new jobs throughout the metro, in areas including St. Paul, Minnetonka, Brooklyn Park, St. Louis Park and Mahtomedi.

The company also said that the new jobs will be in direct and commercial sales, communication technology and customer service in the call centers. The company will recruit workers at career fairs on March 14 in St. Paul and March 20 in St. Paul and St. Louis Park.

Philadelphia-based Comcast Corp. (Nasdaq: CMCSA, CMCSK) provides communications services and employs approximately 1,800 people throughout the Twin Cities. It had annual revenue of \$22.2 billion for 2005.

[cwyant@bizjournals.com](mailto:cwyant@bizjournals.com) | (612)288-2108

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## Forget the triple play--wireless ups the ante

By Marguerite Reardon

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If 2006 was the year of the triple play, 2007 may very well be the year of the quadruple bundle as cable operators and phone companies start to integrate mobile wireless services into their service packages.

Even though AT&T will soon own all of Cingular Wireless, and Verizon Communications owns a significant stake in Verizon Wireless, the cable industry seems to be taking an early lead in actually integrating the services and rolling them out to customers.

"Depending on how well mobile services are received by cable customers, it could up the ante in the battle between cable and phone companies," said Jim Penhune, an analyst with Strategy Analytics. "It will force the phone companies to readdress the market and get more serious about integrating their own wireless services into their offering."

Starting this year, all four of the cable operators involved in a joint venture with wireless carrier Sprint Nextel will launch their integrated mobile phone service. Comcast and Time Warner, which have already announced public pilot programs, are expected to expand their service in 2007. And Cox Communications and Advanced Newhouse also are expected to begin offering the service in 2007.

For cable operators, adding wireless to their bundle, which already includes high-speed Internet access, telephony and video services, means more than just providing customers with a single bill and a discount for buying more than one service. These companies see mobility as a way to add more convenience and value to services they already subscribe to.

"There is no question that wireless ties all of our services together," said Tom Nagel, senior vice president and general manager of wireless services at Comcast. "The idea is you can take the services you enjoy at home with you when you're on the go using a mobile device."

In the initial launch Comcast, Advanced Newhouse, Time Warner and Cox will allow customers to access their e-mail, cable TV guide and home voice mail from their cell phones. They'll offer some video content on their phones that would otherwise be available only at home. Eventually, the cable companies want to allow customers to be able to do things like program their DVRs remotely from their handsets.

Still early in development

But the companies admit that they are still in the early stages of developing these services. This past year, they've focused mainly on logistics, such as offering customers a single bill that details charges for all their services, including, broadband, voice, TV and wireless. They've also been training sales and support staff to handle the new wireless service. And they've worked on getting the basics of the service in place, such as simplifying the user interfaces so that customers can easily navigate the services and so that those services feel familiar and comfortable to customers.

This means that when customers access their e-mail or view the cable TV guide on their phone, the interface on the phone will be similar to what they see on the PC screen or on their TV at home. The voice mail service doesn't provide a single mailbox, but it offers the home voice mail mailbox as an option in the menu when checking for wireless voice mail messages.

"We know customers aren't begging for a bundled bill," said John Garcia, president of the Sprint-Cable Joint Venture. "And they don't necessarily want a new service. What they really want is for the services they already have to work together."

While they may not be as far along as the cable operators and Sprint in developing an integrated wireless service, the phone companies made it clear during the past several months that they will add wireless services to their bundles. During the second half of 2006, Verizon began offering a Voice-Services bundle that allowed people to talk for free between their cell phones and their Verizon home phones. It also provides a single voice mailbox. But the service is limited to certain customers in Texas and Florida. And it doesn't yet integrate any of the broadband or TV services the company is offering.

But that could change in 2007. Verizon and Verizon Wireless, which is jointly owned by Verizon Communications and European carrier Vodafone, are queued up for a big announcement at this year's Consumer Electronics Show, which begins this weekend in Las Vegas. Some believe the companies may announce plans to integrate video services from Verizon's Fios TV service with Verizon Wireless's V Cast service that delivers video. A Verizon representative confirmed a scheduled press conference, but declined to comment on the nature of the announcement.

AT&T is also gearing up to do more with its wireless service. Now that the megamerger with BellSouth has cleared the final regulatory hurdle, the companies will soon close a deal valued at roughly \$86 billion. In addition to creating the largest phone company in the country, the marriage with BellSouth also gives AT&T complete control over Cingular Wireless, the largest mobile phone operator in the country.

AT&T has already stated publicly that it plans to sell the AT&T-branded wireless services in packages to its corporate phone and Internet customers. The company will also package wireless with its other services for consumers.

But Sprint and the cable companies still believe they have a leg up on the competition.

"Clearly AT&T, with its full possession of Cingular, will have some advantages in how easily they can integrate certain services," Sprint-Nextel's Garcia said. "But the advantage we have is that our partners have been in the video business for a very long time, whereas AT&T is just starting."

Indeed, AT&T and Verizon have been moving relatively slowly in their deployment of TV services compared with how quickly the cable operators have been able to penetrate the telephony market. AT&T is only just now starting to offer its service in 11 markets. And in those markets, the deployment is still very controlled.

"In principal, AT&T with its IPTV service should be able to deliver video over different mediums," said analyst Penhune. "But realistically, the technology is still new. And they are probably more concerned with getting it to work and scale before they can think about integrating video with wireless services."

Even Verizon, which is using technology similar to that of traditional cable networks to deliver Fios TV, is nowhere near



reaching the penetration rates of the cable industry. The company said in 2006 that it planned to have more than 175,000 subscribers signed up for the service by the end of the year.

While new quadruple play services may be introduced in 2007, it's unlikely that consumers will see huge discounts from either cable operators or phone companies. For example, Comcast, which is piloting the service in Boston and Portland, Maine, is offering the basic wireless service for \$33 a month when customers buy it as part of a package that also includes broadband, voice and TV service. (Each of these services also starts at \$33 a month.)

The basic wireless service offers 200 minutes, 300 SMS text messages, free long-distance calling *and* voice mail access. Comcast's Tom Nagel said. But at \$33 a month, it's not much cheaper than existing wireless services. What is more, in order to get access to the more advanced integrated features such as access to Comcast's e-mail client or the TV guide, users have to pay an additional \$15 a month for a data package. And if consumers pay \$25 a month, they can get Internet access with e-mail and access to the TV guide, as well as access to certain video content.

Verizon's wireless/home phone package, called Verizon Complete Freedom, is also pricey. In Texas, the service starts at \$99.94 a month for both home and wireless services, according to the press release. Even though Fios TV is not integrated into the service, Verizon will sell it as part of a package. The press release indicates that customers can get wireline calling, wireless, Internet and entertainment video services for as little as \$160.92 per month. The bundle includes either Verizon Online DSL or Verizon Fios Internet service, where available, and either DirecTV satellite service or Fios TV, where available.

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## In Light of Competition, Wireless is a Defensive Play for Comcast

Thursday November 30, 9:21 am ET

By Peter Topolewski, [BullMarket.com](#)

There's never a dull moment in the communications industry, though some of the news from the sector could be duller than the headlines in the financial press might suggest. Breaking from its more common operating procedure of rolling out new services after its peers, Comcast (Nasdaq: CMCSA - News; this time led the charge as the first operator in a cable consortium with Sprint Nextel (NYSE: S - News) to offer wireless phone service. While that rollout sets the stage for quadruple-play offerings, this advance isn't as big of a deal as it might seem. Just as important are some of the developments in its cable business and its rivals' marketing strategies.

Don't get us wrong, Comcast wireless phone service could be the beginning of a strong tailwind for Sprint, the company supplying the wireless capability to Comcast and a group of other cable companies including Time Warner (NYSE: TWX - News). Sprint is the firm that will receive the bulk of the service revenue, and if the cable companies' marketing message of "value and convenience" resonates with customers, this could drive significant customer wins for the carrier.

That's also a plus for Comcast too, but it is less obvious. The company has downplayed quadruple play as a revenue driver, especially in comparison to triple play, which over the past couple of quarters has clearly come into its own as a major source of growth. Comcast was wise to do so. Liberty Global (Nasdaq: LBLYA - News) recently pointed out that it isn't too bullish on quadruple play. The company has been offering mobile virtual network service in Japan, Holland, and Switzerland, and it is taking a cautious approach to expanding those offerings as the benefit has been minimal.

In New York, Cablevision Systems (NYSE: CVC - News) is selling Sprint service, and after about a year of the offering, it isn't exactly bullish on the results. Part of the problem appears to be that it has to be packaged the right way, and Cablevision has been tinkering to see what offering works best to keep users. It is an uphill battle, however, because as Liberty Global's CEO Mike Fries told Cable Digital News, it's too early to tell if wireless is a killer app for cable. "It doesn't appear to be at this stage," he said, "[because] the mobile business is unbelievably mature and highly competitive, with lots of churn and very little product differentiation."

The cable consortium intends to take a different approach to wireless than Cablevision has. The group, including Comcast, does intend to bundle wireless with other services with the aim of offering customers convenience and savings. The goal is increased customer loyalty and reduced churn. It's important to note, however, that given how low churn at Comcast is now, wireless won't make much difference there in the near term. Instead, the churn benefit could help as cable operators see more TV competition from the likes of AT&T (NYSE: T - News). In this respect, the wireless offering is a pre-emptive strike against this imminent uptick in competition. Longer term, the service -- which is now offered in Boston and Portland -- will stand out further as the consortium integrates wireless and TV functionality. Those offerings aren't likely to be seen for some time, however.

## A Focus on Core Businesses

This year Comcast has obviously finally found favor on 'Wall Street, in part due to the success it has had and partly because analysts began to admit that the challenge posed by telecoms isn't presently as dire as it was made out to be. Watching this sentiment will remain important, however, because in spite of all the challenges telecoms have ahead of them in TV, they are rolling out their hardware to new communities every month. No competitor should be dismissed outright. Satellite operators, once the bane of the cable industry, have fallen sharply behind because of technical deficiencies offering things like Internet and 'dol? services. Still, they're not going away. Both EchoStar Communications (Nasdaq: DISH - News) and DirectTV (NYSE: DTV - News) have appreciated strongly this year, and they're upping the competition for TV viewers, especially those buying HDTVs. Thanks to deals with companies like Best Buy (NYSE: BBY - News); the satellite companies are packaging their TV services with new televisions. A major hardware upgrade like a new HDTV is one of the few times consumers seriously think about switching providers.

This strategy is particularly important this holiday season, because it is being widely regarded as the season of the flat panel TV.

It will be important not only to see if the marketing efforts from satellite operators are successful, but also if the perception of success sours some of the optimism surrounding the cable sector.

This uptick in competition for new and existing users is even more interesting in light of Comcast's decision this week to hike its cable rates. The company said it will increase rates at the start of next year by an average of 3%. That increase follows on what Comcast said were \$300 million in investments in new features and functionality. Price, obviously, could be a churn driver, especially when deals from satellite and telecoms are stepping up.

Comcast clearly has confidence in its ability to keep churn down, and it has some marketing weapons of its own to help. The firm outlined that customers will save money via triple-play packages (thus driving adoption rates of that bundle) and that Internet price won't increase in spite of dramatic increases in data speeds over the past year.

In a way, the debut of Comcast wireless is a big story for the company, but at this point, its importance lies in the defensive qualities it brings to the product portfolio, not in the incremental revenue it will add. The service could prove important in keeping churn down, especially in the later part of 2007 and into 2008. Churn and customer growth — and how both affect the market's perception of Comcast — are also very much in focus in light of competitive efforts from satellite providers and Comcast's rate increases. The company clearly remains on a roll, but these are issues that investors have to keep an eye on.

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## Regulatory Event Risk Headlines Fitch's U.S. Telecom Outlook for 2007

29 Nov 2006 9:30 AM (EST)

Fitch Ratings-Chicago-29 November 2006: Fitch believes that regulatory event risk will play a major role in the competitive and financial prospects of telecommunications operators in 2007. The inability of Congress, along with the Federal Communications Commission (FCC), to address key telecommunications issues related to Universal Service Funding (USF), inter-carrier compensation and video franchising in 2006 has shifted this growing event risk into 2007. The difficulty in resolving these regulatory issues highlights the potential changes being considered, the diversity of opinion and its ability to have dramatically different outcomes for the various telecommunications operators. Further complicating this situation is the recent political shift of power in Congress. The earlier telecommunications reform efforts will likely have to start over with a need for bipartisan support. It seems likely that USF reform and net-neutrality will be key issues in any future reform plans.

Along with telecommunications legislative reform, a variety of proposals from the FCC and other industry groups, are being evaluated that could have a significant impact on the industry. Some examples would include the FCC investigating a 'reverse auction' plan to resolve many of the funding and disbursement challenges associated with USF. A 'reverse auction' could limit high cost support from USF to a single operator willing to receive the least amount of support in a given study area. Another proposal called the 'Missoula' plan would reform inter-carrier compensation rules reducing access rates in place of higher subscriber line charges (SLC) and capturing originating traffic from non-traditional phone providers. Along with these plans, and others, the timing and approach to implementation will be as important as the change itself

to the prospects of individual operators. Fitch believes that material change in regulatory rules is probable in 2007 and it is possible that these changes will result in variability of business prospects and competitive pressures for the industry. Pressures that have a significant negative affect on financial stability would be recognized by credit rating downgrades or Rating Outlook revisions.

The competitive impacts of technological change remained intense, as expected, in 2006 and this should continue in 2007. Cable multiple system operators (MSOs) have aggressively rolled-out digital telephony services using voice over Internet protocol (VoIP) technology that has increased retail access line erosion of incumbent local exchange carriers (ILECs). The scale of this erosion, which is expected to reach a total of approximately 6 million, representing cable telephony net additions in 2006 of more than 3 million, has increased with the widespread availability of cable telephony and its associated multi-service bundles. Fitch expects this trend to continue in 2007 as pent-up demand is satisfied and MSOs complete aggressive roll-out marketing plans in new service areas. Wireless substitution will remain an equally significant source of access line erosion in 2007 as it was in 2006, with an increasingly aggressive prepaid product focus.

Business revenues should be a source of strength in 2007 for telecommunications operators. Pricing pressure, associated with new higher bandwidth and more flexible data technologies, has been a challenge to producing material revenue growth in the enterprise space even though growth in demand continues. These pricing pressures have moderated to some degree in 2006 and this trend should continue in 2007 allowing enterprise to be a source of financial growth in the coming year. Economic strength has led to meaningful growth of the small and regional business customer environment, which is expected to continue in 2007.

The wireless industry experienced a slowing of both revenue and subscriber growth in 2006 and both these trends will continue in 2007. Beyond, competitive impacts on pricing and subscriber additions, the mix of post-paid and pre-paid subscribers is changing with pre-paid becoming an increasing percentage of the total customer mix. Through mid-06, prepaid and reseller

subscribers represented approximately 13.1% of total subscribers in the U.S. compared to 12.5% and 10.6% at year-end 2005 and 2004, respectively. Pre-paid subscribers have a materially lower average revenue per user (ARPU) and higher churn rate compared to post-paid subscribers. Therefore, a continuing trend of the industry adding a greater number of prepaid customers will create greater negative pressure on ARPU and churn. While third-generation wireless technology offers advanced data rates, these will likely not fully offset the voice revenue pressures in the industry in 2007 which would create a slowing of financial growth in 2007.

Merger and acquisition activity has been strong in 2006 and should continue in 2007 with the focus on mid-tier and rural service provider consolidation. Changing business prospects, in part due to regulatory uncertainties, in these areas along with the recognized benefits of scale should produce more momentum for rural ILEC acquisition activity along with other mid-tier telecommunications operators in the carrier and data markets. Fitch believes the degree of acquisition activity will be closely linked to the regulatory and economic developments in the telecommunications sector in 2007.

From a recovery ratings perspective, which applies generally only to speculative-grade issuers, consolidation, economic stability and growing telecommunications service demand has led to a general strengthening of recovery values in the sector. This trend should continue in 2007, particularly if consolidation activity remains strong.

#### Wireline Outlook:

Wireline revenues continue to be pressured by access line erosion associated with wireless substitution, cable MSO telephony offerings, wholesale voice connections and high-speed data second line substitution. Total switched access line erosion has increased from approximately 5.3% in 2004 to approximately 6.5% in 2005 and is on pace to increase to approximately 6.8% in 2006. Looking more closely at the components of this erosion shows that retail access line erosion was approximately 5% in 2004 and then jumped to 7% in 2005 and will reach 8% in 2006. The large jump in retail access line erosion in 2005 is a

combination of increased wireless substitution, the introduction of cable telephony and the requirement changes associated with unbundled network elements. The increase in 2006 is largely the result of the increased coverage of cable telephony and the success of that offering. Fitch believes that the percentage of erosion from wireless substitution will continue relatively constant, while second line substitution will fall as the total of those lines decreases, but that cable telephony will see increased success in 2007 resulting in aggregate industry retail access line erosion of greater than 8%. Business access lines have had a stable aggregate erosion rate of between 2.5%-3% since the beginning of 2005 and that this level will continue in the future. As a result, total aggregate access line erosion should approximate 7%-7.25% in 2007. Data revenues, a partial offset to access line erosion pressures, will grow in 2006 in the high single digit range due to strong digital subscriber line (DSL) additions. DSL net additions for 2006 will reach approximately 6 million, which would be a double digit increase from full year 2005 additions of approximately 5.1 million. DSL additions should again be strong in 2007, with an increase of approximately 6.6 million lines. Data revenues now represent approximately 33% of total wireline revenues and almost 20% of total consolidated revenues. In spite of stronger data growth, total wireline revenues will likely be flat, to slightly down, in 2007 when compared to 2006.

Aggregate ILEC margins should be flat to slightly down in 2007 due in part to the timing of synergies and integration expenses of the variety of acquisitions and mergers from the past couple years continues. Additionally, potential regulatory changes and spreading cable competition could have a greater impact on rural ILECs cash flow leading to lower margins for these operators. Furthermore, strategic, but costly, broadband and video deployments at AT&T and Verizon will add pressure to aggregate telecommunications margins. As a result, Fitch expects that wireline EBITDA could be flat to slightly down, on aggregate, for 2007.

Regional Bell Operating Companies (RBOC):

Fitch believes relatively stable ratings are in store in 2007 for the Regional Bell

Operating Companies (RBOCs). Both AT&T Inc. and Verizon Communications are expected to derive increased merger synergies from their respective acquisitions of AT&T Corp. and MCI, as integration efforts enter their second year, and integration costs decline. For AT&T, the completion of the BellSouth merger will be important, but the timing of the final approval from the FCC is uncertain as the agency has delayed the approval of the merger more than once already. Nevertheless, Fitch expects the merger ultimately to be approved. Positive aspects of the post-merger AT&T and Verizon include their diverse service offerings, strong wireless businesses and solid balance sheets. The principal negative characteristics of post-merger AT&T and Verizon, along with Qwest Communications International Inc. (Qwest) include the exposure of their consumer wireline businesses to ongoing wireless substitution and the rise of competition from cable MSOs which have virtually completed their voice service deployments. AT&T and Verizon are affected by the timing differences between the cable MSO telephony offerings, and the nascent stage of their own network-based video deployments. As a consequence of improving the competitive position of their networks, AT&T's and Verizon's re-investment levels remain high. Cash flows are expected to grow moderately for the AT&T and Verizon due to strong wireless results, and additional merger synergies. Qwest should also experience modest growth on continued expense reduction. Fitch does not expect the RBOCs to decrease debt levels in 2007. AT&T's debt is expected to increase modestly, as the remaining \$7 billion-\$8 billion of its \$10 billion stock repurchase program is completed during 2007. Verizon, having shed approximately \$7 billion in debt through the spin-off of its directory business in the fourth quarter of 2006, is expected to maintain relatively flat debt levels, with ongoing leverage sustained modestly below recent historical levels. Qwest should reduce debt only as maturities occur, which should lead to a reduction of approximately \$474 million in 2007.

#### Rural Local Exchange Carriers (RLECs):

Fitch believes trends in the rural local exchange carrier (RLEC) segment and reliance on traditional sources of wireline revenue warrant a more negative outlook than for the industry as a whole. In 2007, heightened competitive forces



raise the risk of weaker financial results, and an uncertain regulatory environment could also pose a problem. Rural carriers have a greater reliance on universal service funds and intercarrier compensation revenues, two sources of revenue that have been subject to protracted reform processes. Free cash flows for the RLEC sector are quite strong, however, surplus cash flows have generally been returned to equity holders in the form of dividends and share repurchases. Thus carriers have had relatively stable debt levels and minimal cash balances.

#### Wireless Outlook:

Overall, wireless sector fundamentals remained positive in 2006 due to steady subscriber penetration gains, improved churn and relatively stable ARPU with strong growth in data revenue moderately offsetting the voice ARPU pressure from lower-valued subscribers. The strength in the results was driven by the network integration efforts at Cingular and strong operational performance at Verizon Wireless. While industry gross additions should increase to the mid-single digits in 2006, postpaid gross additions are on pace for a mid-single digit decline, while prepaid / reseller gross additions are expected to grow robustly in the 40% range as the subscriber mix changes due to the focus on the youth segment. Aggregate industry churn for the year should improve modestly to approximately 1.9%. Aggregate net additions will decrease in the mid-single digit range to approximately 21 million, a decrease of 2 million from the high point in 2005. Postpaid net additions should decline in the mid-teen range, although partially offset by strong gains in the prepaid and reseller segment. Consequently, these operational measures will lead to solid growth in revenue and EBITDA in the low double digit range although growth slowed from a year ago when accounting for consolidation within the industry. For the fourth quarter of 2006, data revenue should approach an annualized revenue stream of \$17 billion compared with \$10 billion a year ago. Margins are expected to improve by approximately 200 basis points to 33% largely driven by cost structure improvements at Cingular and increased scale in Verizon Wireless' operations.

Fitch expects gross additions will be slightly higher in 2007 with growing